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EXPORT BRIEFS

The following trade items have been gathered from Agricultural Attache and other government reports as a service to U.S. exporters of food and agricultural products. In supplying the trade leads the Department of Agriculture does not guarantee reliability of the overseas inquirer. Your best source for further information on these trade leads is the listed foreign firm originating the inquiry. You may also contact the Export Promotion Division, FAS, (202) 447-7103.

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ISSUE NO. 36, 1982

1415 1416 Grocery items, edible nuts (UAE): Operating in the Arabian Gulf Ports of Dubai, Abudhabi, Minaqaboos/Muttrah, firm states it is very eager to promote business with U.S.A. for the following: All kinds of dried nuts/fruits including almonds shelled 16/18, 18/20 count and those with soft shell; pistachios raw, roasted + salted and shelled (whole); walnuts in shell and shelled; raisins both natural/golden; hazelnuts, etc; Agricultural produce items including blackeye beans, garbanzos, whole green peas, lentils, kidney beans both dark/light red, etc. of US No. 1, 2 and off grades; Confectionery items including chewing/bubble gums, confectionery with toy/game/puzzle, etc; Central America/Guatemala origin green coffee beans Cardamoms with shell; Grocery items like potato sticks, cheese balls, instant foods, honey, popcorn, aluminum foil, etc. Interested firms rush clear details of specs, packings, time of delivery along with lowest C&F 5% offers. CONTACT: K. & J. Trading, Importers, Exporters & Comm. Agents, P.O. Box 2069, Dubai, U.A.E. Telex: 48201 KANDJ EM. Phone: 231371. Cable: KANDJ DUBAI.

1417 1418 Corn, barley (Syria). Requests firm offer for one vessel November 1982 bulk delivery of 15,000 tons of U.S. No. 2 barley and 10,000 tons of U.S. No. 3 yellow corn. Send telex offers C&F Aqaba. CONTACT: Hasan S. Nabulsi, Pres. of Board and Director Gen., Jordan Cooperative Organization (JCO), P.O. Box 1343, Amman, Jordan. Telex: 21835. Phone: 65171-6.

1419 Goats (Colombia). In the market for dairy goats. Quantity: 40 females and 10 males, all yearlings. Quality: Good dairy breeds currently producing milk. Shipment in three months. Colombian sanitary requirements for air transportation and certification of production volume of parent stock required. Quote: FOB U.S. port. Animals to be shipped to Bogota airport. Bank ref: Banco Cafetero - Can. CONTACT: Miguel Diago, Incora, Division Organizacion Campesina, Can, Oficina 422, Bogota, Colombia. Phone: 244-9426.

1420 Tender - skimmed milk powder (Egypt). Following tender recently announced: Request bids for Tender No. 3/82 for the supply of 100 mt. of skimmed milk having the following specs: Solubility: Not less that 95%; Moisture Content: Not more than 3%; Lactose: Not less than 50%; Acidity as Lactic Acid: 1 - 2%. Offers to be submitted address below latest October 5, 1982. Interested U.S. firms are urged to contact their Egyptian agents for complete tender documents. Price quotes: FOB and C&F Alexandria. CONTACT: The Alexandria Confectionery & Chocolate Company, Foreign Purchasing Committee, 373 Canal El-Mahmoudieh St., Alexandria, Egypt. Phone: 72315. Cable: CHOCOROYAL.

Issued weekly by the Export Promotion Division, Foreign Agricultural Service, U.S. Department of Agriculture, Room 4945 South Building, Washington, D.C. 20250.

1421 Tender - full cream milk powder (Egypt). Following tender recently announced: Request bids for Tender No. 1/82 for the supply of 300 mt. of full cream milk powder having the following specs: Solubility: Not less than 95%; Moisture Content: Not more than 3%; Milk Proteins: Not less than 26%. Offers to be submitted address below latest October 4, 1982. Interested U.S. firms are urged to contact their Egyptian agents for complete tender documents. Quote: FOB and C&F Alexandria. CONTACT: The Alexandria Confectionery and Chocolate Company, Foreign Purchasing Committee, 373 Canal El-Mahmoudieh St., Alexandria, Egypt. Phone: 72315. Cable: CHOCOROYAL.

1422 Powdered milk (Ghana). Wishes to purchase 10,000 mt./month of instant whole powdered milk. Milk must have minimum content of 28% protein and 15% fat. Quote: C&F Tema, Ghana, for a one year contract. Quote should indicate pounds per bag and number of bags per carton. CONTACT: June J. Hsieh, Pres. Trans World Enterprise Co., Ltd., 469 Ena Road, 2909, Honolulu, Hawaii 96815, U.S.A. Telex: 7431893 HSIEH. Phone: (808) 944-9055.

1423 Health foods (Japan). Wants health foods, about $40,000 worth as trial shipment. Samples and specific information required. Appropriate packaging for export by surface shipment. Immediate delivery. Quotation: C&F. Bank ref: Daiichi Kangyo Bank, Shinjuku Branch, Tokyo. CONTACT: Shoichi Nakamori, Gen. Mgr., Opera Corp., No. 6, Funa-Machi, Shinjuku-Ku, Tokyo, Japan. Phone: (03) 353-4511.

1424 Health foods (Japan). Health foods - vitamins and supplements (single vitamins and multi-vitamins), proteins, wheat germ products and herb teas. Quantity: Not determined yet, however, must be substantial. Samples and specific information required. Packed in appropriate containers in bulk. Immediate delivery by surface shipment. Quotations: CIF Kobe. Bank ref: Daiichi Kangyo Bank, Umeda Shinmichi Branch. CONTACT: Hideaki Fukumoto, Assis. Chief Mgr., Mktg. Dept., Pias Corp., 21-3, 3-Chome, Toyosaki, Oyodo-Ku, Osaka, Japan. Telex: 523-6701 PIAS COSME J. Phone: (06) 371-4141. Cable: PIAS COSME.

1425 Frozen vegetables (Japan). Frozen vegetables - kernel corn, corn on the cob, green peas, diced carrots, leaf spinach, green beans, cauliflower, broccoli, brussels sprouts, and french fries (shoe string, regular, and crinkle cut - Fancy Grade A), about 4 million pounds. Samples and specific information required. Packed in poly-bags, about 25 kgs. to a bag (in bulk), and 1 kg. and/or 500 gs. (retail pack). Delivery to be determined later. Quotations: FOB major port U.S.A. or C&F Japan. Bank ref: Sumitomo Bank, Kobe Branch, Kobe, Japan. CONTACT: Charles Ohmori, Tokumei Trading Co., Ltd., Tokumei Bldg., 4-2-6 Hachiman Dori, Chuo Ku, Kobe, Japan. Telex: TOKUMEI J78674. Phone: (078) 221-8181. Cable: TOKUMEI KOBE.

1426 Fast foods (Germany). German firm seeks small to medium sized U.S. suppliers of ready fast foods, freeze dried or dehydrated, such as soups, snacks, etc., consumer packed, for athletes (long distance runners, etc.). Established 1980, employs 9; annual sales DM 5.5 million. Quote: CIF German Harbor. CONTACT: Ingo Stephan, Luba GMBH & Co. KG., Hammer Landstr. 95, 4040 Neuss, Germany. Telex: 851 735. Phone: 2101/23049.

1427 Hen turkeys (South Africa). Wants hen turkeys, one full container load, top grade for Christmas trade. Individually wrapped, maximum three (3) birds to carton. Delivery: Mid November. Veterinary and freeze certificates required. Quotations: CIF Durban. Bank ref: Nedbank, Mobeni. CONTACT: A. D. Booth, Wholesome Meats (PTY) Ltd., P.O. Box 32295, Mobeni 4060, Natal, South Africa. Telex: 624089. Phone: 031/422424.

1429 1430 Soybean oil, cottonseed oil, sunflower seed oil (Syria). Requests offers for 4,000 tons of one or all of the following: Fully refined soybean oil, cottonseed oil or sunflower seed oil. Shipping 2,000 tons in October 1982 and 2,000 tons in November 1982 per regular liner vessels. Offer deadline Sept. 21, 1982. Offers should be valid until September 23, 1982. For details on commodity specs, packaging and financial terms, consult GEZA. CONTACT: The Foreign Trade Organization for Chemicals and Foodstuffs, GEZA, P.O. Box 893, Damascus, Syria. Telex: 411009.

1431 Vegetable seeds (Spain). Would like to establish contact with U.S. seed producers interested in marketing hybrid seeds (mainly vegetable seeds) in Spain or willing to transfer propagation rights to Spain. Company is mainly interested in pea, broad bean, eggplant, cucumber and carrot seeds. Bank ref: Santander and Hispano Americano. CONTACT: Luis Pico Landivar, Uriber, S.A., Calle Predicadores, 10, Zaragoza, Spain. Telex: 58072 CACIN C - SEMILLAS URIBER, S.A. Phone: 976/22 20 97.

1432 Prunes (Japan). Wants prunes, quantity not determined yet, however, must be substantial quantities. Samples and specific information required. Appropriate packaging for retailing. Immediate delivery by surface shipment. Quotations: CIF Tokyo. Bank ref: Fuji Bank, Meidaimae Branch, Tokyo. CONTACT: Takao Shiobara, 19-7, Matsubara 2-Chome, Setagaya-Ku, Tokyo, Japan. Phone: (03) 323-7862. Cable: TSHIOBARA TOKYO.

1433 Institutional foods (Venezuela). Wants institutional foods for hospitals, military, university and schools. Quotations and information for feeding 30,000 people on a monthly basis. Quantity: Best available. Phytosanitary Certificate from country of origin required. Quotations: CIF and FOB La Guardia. Bank ref: Banco Provicial. CONTACT: Dr. Ruben Haratz, VAICA, Dr. Ruben Haratz Jet Cargo International, M-5, P.O. Box 520010, Miami, Florida 33152, USA. Telex: 26437 MOSAN VC ATTN. KLINGBERG. Phone: 52-9811 (ATTN: KLINGBERG) or 52-2806 (ATTN: HARATZ).

1434 Macadamia seeds (Costa Rica). Wants macadamia seeds (Tetrafila and Enterofolia), 12,500 of each variety, best quality, packed in sacks or boxes of 50 or 100 pounds. Delivery: November 1982. Phytosanitary Certificate from country of origin required. Quotations Airport Santa Maria. Bank ref: Banco Nacional de Costa Rica. CONTACT: Alvaro Rossi, Agro Industrias Cabiros S.A., Apartado 405 - San Jose, Costa Rica. Telex: 2113 REMARSA. Phone: 21-47-44.

1435 Ice cream powder, soft drinks (Nigeria). Wants ice cream powder, soft drinks
1436 and orange juice powder, and ice cream machinery. Firm established in 1981 and has 15 employees. Financial reference states that firm is known to bank as General Merchants and Contractors. Account opened in 1981, has been well-maintained on a non-borrowing basis. Send quotation C&F Lagos port. CONTACT: Bayo Oshinnaiye, Managing Dir., Oshak Nigeria Limited, 52/54 Allen Ave., P.O. Box 3059, Ikeja, Lagos State, Nigeria.

1437 Milk, animal feeds, vegetable oils (Nigeria). Wants evaporated and powdered
1438 milk, animal feeds, refined vegetable oil, and poultry and farm equipment.
1439 Firm was established in 1975 and employs 21 persons. Financial reference states that firm is a limited liability company known as producers of petroleum sub-products and refined vegetable oils and that firm's account has been satisfactorily conducted. Bank considers firm good for normal business engagements. Firm is interested in joint venture with a reputable American manufacturer of detergents. CONTACT: I. A. Khatib, Gen. Mgr., Eastern Containers Manufacturing Co. Ltd., 21 Elechi Beach Rd., P.O. Box 660, Port Harcourt, Rivers State, Nigeria. Telex: 61116 ECM NIG. Phone: 334432/ 330793/331802. Cable: ETERNOA P/H.

1440 Chewing gum base (Egypt). Wants 30 mt. of chewing gum base. Intends to import above quantity of chewing gum base from the U.S. Requests connections with U.S. suppliers to provide offers through Proforma Invoice that include Schedule B Number. CONTACT: Abdel Fattah Ahmad Arafa, Ain Ahmad Arafa Factory, Merza Street, Boulak, Cairo, Egypt. Phone: 762243, Cable: NORANEGANI CAIRO.

1441 Fruit juice drinks (New Zealand). Fruit juice drinks mixed tropical flavors in consumer packs. Stable shelf life. Packed in cans, glass or plastic consumer packs in container lots. Immediate delivery. Quotations: CIF Auckland. Bank ref: Anz Bank, Shortland St., Auckland, New Zealand. CONTACT: R. Eady, Int'l. Beverages N.Z., 11 High St., Auckland, New Zealand. Telex: BARRY COT 2674 N.Z. Phone: AUCKLAND 733-018.

1442 Health foods (Japan). Wants health foods: Vitamin C, Vitamin E, and Selenium all in tablets. Also wants dried alfalfa, acerola powder and protein powder. Quantities not determined yet, however, must be substantial. Samples and specific information required. Packed in appropriate containers in bulk (all products). Immediate delivery by surface shipment. Quotations: C&F or CIF Tokyo. Bank ref: Dai-Ichi Kangyo Bank, Shinjuku Nishi Branch, Tokyo. CONTACT: Atsuyoshi Nagata, Chief of Operation Dept., Toh-Han Co., Ltd., c/o Toshin Bldg., 27-25, Yoyogi 4-Chome, Shibuya-Ku, Tokyo, Japan. Phone: (03) 370-2181.

1443 Bread crumbs (Japan). Wants bread crumbs, 100 mt. Samples and specific information required. Appropriate packaging for institutional use. Immediate delivery by surface shipment. Quotations: CIF Tokyo or Yokohama. Bank ref: Fuji Bank, Yotsuya Branch, Tokyo. CONTACT: Yukio Kishiyama, Nippon Soleq Co., Ltd., c/o New Ueno Bldg., 1-24, Yotsuya, Shinjuku-ku, Tokyo, Japan. Telex: 2322807 SOLEQ J. Phone: (03) 355-0828. Cable: SOLEQ JAPAN.

1444 Artichokes (Japan). Wants fresh artichokes. Quantity not determined yet, however, must be substantial. Specific information required on quality of product. Appropriate packaging for export. Delivery schedule to be determined later. Quotations: CIF. Bank ref: Mitsubishi Bank, Kojimachi Branch, Tokyo. CONTACT: Kazuyuki Yokoyama, Pres., Great Asian Molub-Alloy, Limited, No. 7, Rokuban-Cho, Chiyoda-Ku, Tokyo, Japan. Telex: GAMA J 23335. Phone: (03) 264-4211. Cable: "GREATMOLUB" TOKYO.

1445 Sheep casings (Spain). Would like to receive CIF/Barcelona quotations for undetermined quantity of sheep (lamb) casings, Grades 1A and 1B, various sizes (width and length). Also non-classified casings 18 and 20 plus. Bank ref: Credito Balear. CONTACT: Manuel Tejedor-Berga, Proveedora Hispano-Holandesa, S.A., Apartado 32108, Barcelona, Spain. Telex: 52493 PRIN E. Phone: 93/379 3112. Cable: PHH.

1446 Fresh vegetables, fruit juices (Belgium). Belgian importer interested in importing fresh vegetables and exotic fruit/fruit juices (S/S and concentrated), including coconut milk. Best quality requested. U.S. firms should quote CIF Antwerp and C&F Brussels. Bank ref: Credit General, Parisbas, Societe Generale De Banque. CONTACT: J. P. Scriva, SPRL Delsem & Fils, C.E.I., Quai Des Usines 112/154, Mag. 28 & 29, B-1020 Brussels, Belgium. Telex: 62933. Phone: 02/215.48.03.

1447 Steaks (Austria). In the market for strip loin steaks, T-bone steaks, and filets sirloin steaks, wants 2 mt. of each. Quality: Choice. Packaging: Boxes with 20 strip loin, boxes with 8 T-bone, boxes with 18 filets sirloin. Shipment: ASAP. Quote: CIF Vienna. Bank ref: Bank Fuer Tirol U. Vorarlberg, A-6380 St. Johann. CONTACT: Mr. Steiner, Franz Sinnesberger, A-6380 St. Johann, 05 124 121 Sinna, Austria. Phone: (05 352) 23 160.

1448 Granulated lecithin (El Salvador). Wants granulated lecithin for human consumption, made from soya beans. Represents Burndy Corp., Connecticut. Quote: FOB. Market: El Salvador. Wants lecithin in the same form and package as it is being sold in health stores in the U.S. Would like to know shipping sizes and weights as well as the size of the packaged products for retail sale. CONTACT: Ernest C. Brandeberger, Calle Arce No. 2223, San Salvador, El Salvador, Central America. Phone: 23-7593. Cable; ERNBRAND.

New Publication

Export Directory Available. Copies of the Food and Agricultural Export Directory 1982 are now available. This 108-page publication is a guide to contact points within the Foreign Agricultural Service and other federal government agencies, state organizations, trade associations plus foreign embassies in the U.S. For single copies, write: The Export Promotion Division, State/Trade Coordination Branch, Foreign Agricultural Service, U.S. Department of Agriculture, Room 4945/South Building, Washington, D.C. 20250.

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Effective October 1, 1982, The free distribution of foreign trade leads will be discontinued. Following is an excerpt taken from the August 18, 1982, Federal Register: Quote. Notice The newsletter Export Briefs, trade lead mailouts, and trade lists of the Trade Opportunity Referral Service, previously made available free of charge to the general public by the Foreign Agricultural Service, will now be subject to a reasonable user fee to cover the cost of computer time, duplicating, handling, and mailing. The fees will be as follows:

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